

UPCOMING EVENTS

January

- 9th Dinner Meeting
22 - 23rd "Essentials of Purchasing" -
University of Houston-Clear
Lake
24 - 25th "Improving Purchasing
Performance" - University of
Houston-Clear Lake

February

- 8th ISM Satellite Seminar - "Critical
Business Skills for Effective
Supply Chain Leaders"
12th NAPM-Houston Co-sponsored
Seminar - "Legal Aspects of
Purchasing"
13th NAPM-Houston Co-sponsored
Seminar - "Contracts: Reading,
Writing & Negotiating"
13th Dinner Meeting

March

- 13th Dinner Meeting
16-17th "C.P.M. Review Sessions" - All
4 modules
26-27th "Advanced Purchasing
Strategies" - University of
Houston-Clear Lake
28-29th "Legal Aspects of Purchasing"
- University of Houston-Clear
Lake
29th UHD Student Roundtable Event
Check out the details for all events

At:

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

January 9th General Meeting "Supply Chain Management - State of the Union 2007"

Marilyn Gettinger, C.P.M., New Directions Consulting Group

Back in the 1980's, purchasing personnel began to expand their knowledge from strictly buying to understanding the principles of materials management including forecasting, inventory control and management, production planning and scheduling, transportation, warehousing, and logistics. In the 1990's, purchasing migrated to supply management and increased its knowledge and understanding to include finance, customer service, strategic thinking, communication, conflict resolution, etc. Supply professionals are now taking another step: supply chain professional.

Our dinner presentation on January 9 kicks off the new year with an exciting program on supply chain management, "Supply Chain Management - State of the Union 2007."



Our speaker, **Marilyn Gettinger, C.P.M.** of New Directions Consulting Group, discusses the early beginnings and evolution of the supply chain concept and then describes the supply chains of 2007. The supply chains of today are flexible, visual, connected, synchronized, leveraged, collaborative, risk averse, and low-cost. Learn how organizations are creating the latest model of supply chain management.

Join us on the 9th to find out how to grow yourself and your staff into a supply chain professional and identify where your organization is on its way to total business integration.

January 2007 Pre-Meeting:

Running Effective Meetings, Presented by Sharon Malkovicz

Location: Sheraton Houston Brookhollow Hotel
3000 North Loop West (I45 to 610 to T.C. Jester Exit-Hotel on Right)
Cost: \$27 (Reservations Required)
When: 5:00 pm - Pre-Meeting
6:00 pm - Dinner
7:00 pm - Program
8:15 pm - Adjourn

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PRESIDENT'S MESSAGE

Happy New Year to all! It is a new beginning, and as usual, most people set goals for the coming year in the form of "New Year's Resolutions", and the theme is usually self improvement. Things like losing weight, learning a new skill, and getting a better job are common resolutions.

In keeping with the theme of self improvement, how about earning points toward getting your C.P.M. or recertifying? NAPM-Houston, Inc., has several opportunities for you to do just that in the New Year.

There are satellite seminars scheduled on February 8, April 19, and June 7. Aramco Services Company will be hosting these as they have so graciously done in the past. Also, NAPM-Houston is co-hosting a two-day seminar with Nahabit & Associates, Inc., at the Crowne Plaza Brookhollow Hotel on Monday and Tuesday, February 12-13, entitled "The Legal Aspects of Purchasing" and "Contracts: Reading, Writing, & Negotiating". I have attended these two seminars in the past, and I highly recommend them.

NAPM-Houston will also sponsor a C.P.M. Review on Friday and Saturday, March 16-17. Stay tuned for the location and time for this.

Back by popular demand, there will be another plant tour of the Port of Houston on Friday, April 27. There will also be a Career Services Seminar set for Saturday, May 19, location and time to be announced. Just think, you could potentially earn 6+ points between February and June if all of these opportunities are taken. That would be quite an impressive achievement towards meeting your resolution goal!

Please go to the Professional Development page on this website for more information and updates on these educational events.

As a reminder, nominations are being taken for Boss of the Year, Supplier of the Year, and Outside/Inside Salesperson of the Year. If you have someone in mind that would be deserving of any of these awards, please contact Carol Brace, our Awards Chairperson. The Boss of the Year Award will be presented at the February Dinner Meeting. Supplier of the Year and Outside/Inside Salesperson Awards will be presented at the March Dinner Meeting.

Last, but not least, membership dues are due once again. If you haven't already done so, you may pay your dues at the January Dinner Meeting. Just stop by Doc Stelzer's table in the reception area before the meeting starts.

All the best for the New Year,

Linda Love, C.P.M.

"News or Notables"

Sending a BIG "Thank you" to Mike Valant, C.P.M., A.P.P. for accepting the position of Business Survey Committee Chairman for the remaining 2006 - 2007 year.

Mike Valant, C.P.M., A.P.P. * Business Survey Chairman 2007
NAPM-Houston Business Survey Chairman

Ph: 281 518-8575

Fx: 281 514-3616 (Requires cover sheet)

Mike.Valant@hp.com

Best wishes to Bette Bryan with her new employment in Oklahoma.

Tenure Awards

(to be presented at the meeting)

Amanda L. Becher, C.P.M.	5 years
Carol J. Beal	5 years
Carolyn M. Anderson	5 years
Cindy Tan	5 years
Danny V. Diaz	5 years
Derek L. Forfang	5 years
Elsa J. Reyes-Garcia	5 years
James "Chris" Christian Alexander, A.P.P.	5 years
Jay D. Pendergrass, C.P.M.	5 years
Karen Sjoberg Gomez, C.P.M.	5 years
Kim Wren, A.P.P.	5 years
Kimberli Musquiz	5 years
Mitchell D. Le Blanc	5 years
R. Karen Clark, C.P.M.	5 years
Ralph Salier-Hellendag	5 years
Sandra Surma, A.P.P.	5 years
Dennis Peters	10 years
Michael G. Ricketson	10 years
Sarah M. de los Reyes, C.P.M.	10 years
Jason A. Mass, C.P.M.	10 years
Ira Glenn Harper, Jr., A.P.P.	10 years
Gerald W. (Jerry) Prante, Jr., C.P.M., A.P.P., CACM	10 years
Charles R. Nunez, Jr, C.P.M., A.P.P.	15 years
David Rodriguez	15 years
Humberto A. Porras, C.P.M.	15 years
Karen J. Rose, C.P.M.	15 years
Susan Shero Mather, C.P.M.	15 years
James W. Graves	20 years
H. "Doc" L. Stelzer, Jr., C.P.M., A.P.P.	20 years
Peter J. Gillen , C.P.M.	25 years
Rita M. Cardenas, C.P.M., A.P.P.	25 years
Terry A. Taylor	25 years
Michael A. Nebgen	30 years
Jerry W. Simonton, C.P.M.	30 years

REMINDER:

Boss of the year forms are due by January 9th and we will present this February 13th and on February 13th the Supplier, Outside Salesman and Inside Salesman forms are due.

Carol Brace

If you have "**News or Notables**" contact: Laurie Oberhoff - Vice President, Tecmag, Inc.
Ph: 713-667-8747 or loberhoff@tecmag.com

Upcoming Seminars

Legal Aspects of Purchasing

Monday, February 12, 2007

With this seminar the student receives a seminar manual which is not only the seminar workbook, but also the finest desk reference for the Buyer regarding the subject of Legal Aspects of Purchasing in the USA. It contains a copy of Article 2 of the UCC, a glossary of legal terms of importance to buyers, and an appendix chock full of sample letters to suppliers covering numerous problems buyers have with suppliers.

This seminar is designed (by Purchasing Managers) for buyers, purchasing agents, purchasing managers, supply chain management, or any person that comes into contact with suppliers. A must for the purchasing team.

WHY ATTEND THIS SEMINAR?

- Understand why the law is important to know in your role as a Buyer or Seller.
- Learn the legal and contract principles necessary to effectively contract with suppliers and customers.
- Find out how to avoid legal disputes and when to seek legal advice.
- Receive your own copy of Article 2 of the Uniform Commercial Code.
- Learn the fundamentals and legal principles involved with writing and negotiating contracts.
- Receive a valuable collection of sample letters and contracts. This alone makes this seminar the most practical and useful seminar in the field.
- Get practical examples that can help you save your company money.

You can register for this Seminar at www.nahabit.com

Contracts: Reading, Writing & Negotiating

Tuesday, February 13, 2007

Understanding contract law has become an essential part of conducting our daily business functions. Whether you are in purchasing, contract management, subcontracts, or in sales, you are constantly involved with legal and contract principles.

Your ability to be effective and keep your company out of legal disputes depends on your knowledge of purchasing law, contract law and how to read, understand, write and re-write contracts.

WHO SHOULD ATTEND

Purchasing Professionals, Contract Administrators and Managers, Sales Professionals, and all personnel who contract with suppliers, customers and other firms.

WHY ATTEND TWO SEMINARS?

This one-day seminar, Contracts, is always offered to the public immediately following our one-day **Legal Aspects of Purchasing** seminar, as those attending the Contracts seminar should already have a good understanding of the Legal Aspects of Purchasing; however it is not a prerequisite.

WHAT YOU WILL LEARN:

- Understand why the law is important to know in your role as a Buyer or Seller.
- Learn the legal and contract principles necessary to effectively contract with suppliers and customers.
- Find out how to avoid legal disputes and when to seek legal advice.

You can register for this Seminar at www.nahabit.com

Professional Development News

Pamela R. Washington, C.P.M., A.P.P.
Professional Development, Chairperson

Receive a **FREE Gift** for attending 3 of the 4 ISM Satellite Seminars this 2007 year. Pick up your attendance card at the NAPM-Houston Satellite Seminar meetings. The next Satellite Seminar will be held Thursday, February 8, 2006.

Please remember Professional Development (Pro D) is still looking for persons that want to become part of CPM study groups. Please contact Pro D co-chairperson Laura Herrington at laura.herring@dresserdirect.com for more information.

**BE ALL THAT YOU CAN BE
WITH HELP FROM NAPM-
HOUSTON PRO D**

2007 Membership Dues

for
ISM and/or NAPM-Houston, Inc.

All 2007 dues invoices with the prepaid dinner option, were either distributed at the November 14 dinner meeting, or mailed by the weekend. If not received, please contact your company coordinator or (713) 702-0056, (713) 702-5072, or docstelz@swbell.net. Payments are payable now through January 9, 2007.

All members have been invoiced, even new 2006 members who need to renew at this time to retain membership.

Further information can be found in the November Houston Buylines on our web page, or by calling/emailing the numbers above.

Please direct questions to Stelzer Associates (Stan or Doc) at above address, phone(s), fax or e-mail.

Supplier Diversity Group News

By Phyllis Graham

The topic for the February dinner meeting is Supplier Diversity. Our committee is pleased to present you with a tool that provides key information in helping you create a more diverse supplier base. This tool will be presented during the pre-meeting. And if that were not enough, the dinner meeting will consist of a Question and Answer Forum that is sure to answer your hard questions regarding supplier diversity. The panel consists of several experts that bring different perspectives to the topic.



Supplier Diversity Committee Members

Dick Huebner, President of the Houston Minority Business Council, will moderate the panel. We have invited Eduardo Nunez, General Manager of Global Procurement Operations of ExxonMobil; Katrina Manning, C.P.M., Staff Vice President-Purchasing & Material Services of Continental Airlines; Jewel Smith, Supplier Diversity Manager of Center Point Energy; and Rick Mahon, Shell's Buyer of the Year, as panel members.

Mr. Nunez will address the corporate perspective and Mrs. Manning will address issues from the corporate perspective of a different industry and as a supplier to ExxonMobil. Ms. Smith will present the supplier diversity professional perspective. Mr. Mahon will participate by answering questions from a buyer's point of view.

Most of the time will be used for questions and answers. This is intended to be an informational session about Supplier Diversity for buyers. Please feel free to ask supplier diversity-related questions that you would like to have answered in this forum.

Our committee is very excited about the opportunity to present supplier diversity in this format to our membership. We appreciate your support and participation.

NAPM-Houston School Partnership Committee Update

Submitted by Debbie Newman

Members in attendance at our November Dinner Meeting received a special treat. The student Mariachi band from Patrick Henry Middle School provided some lively entertainment prior to the dinner meeting. Cindy Banda, Patrick Henry's Principal, wanted the band to perform as a thank you to our members for all the schools supplies we donated.

NAPM was recognized by HISD at a Community Business Partner breakfast on November 30th at the InterContinental Hotel. Christian Castellanos attended as NAPM Houston's School Partnership Committee representative.

Remember to email or phone Debbie Newman (debbie.a.newman@exxonmobil.com or (281) 654-2905) if you have something to donate, would like to volunteer for an event, or have an idea to share.

Career Services Committee Update:

By Clark Alexander, C.P.M.

During the 2006-2007 Year, the Career Services Committee has over 750 members.

This year, the Career Services Committee is made up of every member of NAPM-Houston. In other words, you are an honorary member of the Career Services Committee this year.

I need your help with the NAPM-Houston jobs webpage, the NAPM-Houston resume webpage and the Job Search Toolkit webpage. As an honorary member of the Career Services Committee, you can help in three ways.

1. Tell your Manager or HR Department about the NAPM Houston resumes webpage if a position is available in your company that can be filled by a candidate from outside your company. We have highly qualified NAPM-Houston members who are seeking employment. They post their resumes on the NAPM Houston Jobs webpage and the ISM webpage. They are posted for 60 days at no cost to the candidate. <http://www.napmhou.org/resumes.htm>
2. Tell your Manager or HR Department about the NAPM Houston jobs webpage if a position is available in your company that can be filled by a candidate from outside your company. We have highly qualified NAPM-Houston members who are seeking employment. Your company can post a job for 30 days on the NAPM Jobs webpage at no cost. <http://www.napmhou.org/jobs.htm>
3. The Job Search Toolkit is a listing of websites with helpful information for our members seeking employment. You can help by emailing me the names of books and articles or links to websites that you have read which will add to the usefulness of the Job Search Toolkit. <http://www.napmhou.org/toolkit.htm>

Finally, Debbie Newman brought this Vince Lombardi quote to my attention. The spirit of these words really applies to my hope for what the Career Services Committee can be this year.

Vince Lombardi said, "The achievements of an organization are the results of the combined effort of each individual."

With each of you helping in this effort, this can be the most successful year the Career Services Committee has had if measured by the number of jobs posted and candidates placed in jobs based on information found on the NAPM Houston website.

Activity	Date	Location	Contact Person
ISM Satellite Seminar – "Critical Business Sills for Effective Supply Chain Leaders"	Thursday, February 8, 2007	Aramco Services Company, 9009 W Loop South, Houston, Texas 77096	Dora Valdez da.Valdez@aramcoservices.com
Nahabit & Associates, Inc. Presents "Legal Aspects of Purchasing" and "Contracts: Reading, Writing & Negotiating"	Monday & Tuesday, February 12-13, 2007	Crowne Plaza Brookhollow	Jonathan Heath jonathan.heath@hp.com
CPM Review Sessions (All four modules)	Friday & Saturday March 16-17, 2007	TBD	Laura Herrington laura.herring@dresserdirect.com
UHD Student Roundtable Event	Thursday March 29, 2007	UHD Downtown One Main Street	Lori Bond Laurie.A.Bond@Williams.com
CPM Exam (All four modules)	Friday & Saturday April, 6-7, 2007	TBD	Pamela Washington prwashin@texaschildrenshospital.org
ISM Satellite Seminar : "The Business Case for Diversity in a Social Responsibility Context"	Thursday, April 19, 2007	Aramco Services Company, 9009 W Loop South, Houston, Texas 77096	Dora Valdez da.Valdez@aramcoservices.com
Professional Development Group Tour Port of Houston	Friday, April 27, 2007	Port of Houston	Don Johnson kim@glpAmerica.com
Career Services Seminar	Saturday, May 19, 2007	TBD	Bruce Bernhoft bbernhof@sbcbglobal.net
ISM Satellite Seminar : Project Management for Supply Professionals	Thursday, June 7, 2007	Aramco Services Company, 9009 W Loop South, Houston, Texas 77096	Dora Valdez da.Valdez@aramcoservices.com

NAPM - HOUSTON BUSINESS REPORT

For further information, contact: Bette J. Bryan, C.P.M. – (713) 803-8758

PMI AT SIX-MONTH HIGH EMPLOYMENT AND PRODUCTION GROWING

HOUSTON November 10th, ----- The PMI reached 62.2, the highest index recorded in the past six months and one point higher than the six-month average of 61.2. The PMI has registered above 60 for thirty out of the last thirty-three months.

The Houston PMI, which can range from 0 to 100, is a leading indicator for industrial production, typically forecasting change by three to four months. A reading above 50 indicates that the Houston economy is generally expanding. A reading below 50 indicates the economy is generally contracting. The PMI is based on a monthly survey of some 80 purchasing executives in leading Houston industries, including oil and gas exploration and production, manufacturing, engineering and construction, chemicals, distribution, business and financial services, and healthcare, among others.

“The Sales component is a strong contributor to October’s PMI with forty percent of the firms surveyed recording increased sales over the previous month.” said Bette Bryan, Chairman of the Business Survey Committee for N.A.P.M.-Houston, Inc. “Purchases of Goods and Services, another component, mirrored those survey results, making it another sound indicator of this month’s PMI.” There are eight components of the PMI, including Sales, Production, Employment, Purchases, Prices Paid, and Inventory levels. “Employment continues to be a strong indicator of Houston’s robust economy.” said Bryan, “Only five percent of the companies contributing in the October survey reported a decrease in personnel.”

Items in Short Supply: Flu vaccine, castings, forgings, nickel, processors, hard drives, memory, precision machined products, steel and steel related equipment and materials, 36” and 42” OD carbon steel line pipe, truck drivers, qualified personnel.

Prices on the UP Side: Nylon, polyethylene, acetal polypropylene, stainless steel fasteners, stainless steel parts, plastic, paper products, castings, forgings, PVC, PE, 316 stainless steel material, wire, fabricated/machined parts, paper, electrical steel, plastic resins, copper wire, monel, titanium.

Prices on the DOWN Side: Computers and components, poly products, polyethylene resin and films, some PVC fittings, petroleum products, homopolymer PVC resin, cold rolled steel, some carbon steel plate, fuel.

October 2006 Index 2005/2006 (9 months)

	UP	SAME	DOWN	N/A	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT
Sales	40%	49%	11%	00%	+47	+55	+60	+55	+37	+20	+35	+17	+29
Production	38%	38%	00%	24%	+33	+50	+40	+29	+22	+27	+07	+42	+38
Employment	39%	56%	05%	00%	+33	+29	+40	+29	+18	+27	+35	+32	+34
Purchases	40%	49%	11%	00%	+33	+46	+28	+29	+33	+40	+32	+25	+29
Prices Paid (Major Purchases)	24%	57%	06%	13%	+40	+46	+28	+48	+52	+33	+43	+24	+18
Lead Times (from Sellers)	43%	57%	00%	00%	+33	+42	+56	+52	+59	+40	+32	+45	+43
Purchased Inventory	27%	24%	19%	30%	+06	+25	12	+30	+25	+23	+04	+7	+08
Finished Goods Inventory	19%	41%	24%	16%	-10	-4	20	+18	+03	-06	-04	+10	-05

(Note: Each monthly index was calculated by subtracting the "DOWN" percentage from the "UP" percentage. The indices are not seasonally adjusted.)

NAPM – Houston	11/05	12/05	01/06	02/06	03/06	04/06	05/06	06/06	07/06	08/06	09/06	10/06
Composite PMI	63.9	62.5	67.9	64.4	66.0	64.2	62.0	61.1	60.4	61.0	60.4	62.2

A reading above 50 indicates that the Houston economy is generally expanding; a reading below 50 indicates that it is generally contracting.

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P. O. Box 771203
Houston, TX 77215-1203

Address Service Requested

January 2007 Dinner Menu

Garden Green Salad
Beef Stroganoff served over Egg Noodles
German Style Mashed Potatoes
Steamed Vegetables
German Chocolate Cake
Dinner Includes: Dinner Rolls, Coffee, Tea, Water
Chicken & Vegetarian dinners available upon request.
Please notify us at the time your reservations are made.

NAPM - Houston, Inc. - Policy Statement

NAPM-Houston, Inc. shall conduct all association functions in a professional manner, and without malice or discrimination, by word or action, with relation to race, religion, national origin, color, sex, age, or disability. Anyone who feels an offense against them has transgressed, or has infringed upon, or violated their protection under this policy, should contact any member of the Board of Directors Executive Committee for resolution under the established rules and regulations adopted by NAPM-Houston, Inc. Board of Directors.